

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 OES-05 /023 R

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P 202335Z JAN 76
FM SECSTATE WASHDC
TO AMCONSUL BOMBAY PRIORITY
AMEMBASSY NEW DELHI PRIORITY

UNCLAS STATE 014222

E.O. 11652: NA

TAGS: BEXP, IN

SUBJECT: CATALOG EXHIBIT U.S. SCIENTIFIC, INDUSTRIAL,
--- AND MEDICAL INSTRUMENTS

REF: BOMBAY 0076; STATE 005839

1. DIB-432P INFO FOLLOWS: SUPPLIER: THE FIELDSTONE CORP.,
DYNAC DIV., 3229 OMNI DRIVE, CINCINNATI, OHIO 45245. EXP.
SLS. MGR: MR. LEO SCHEEL. STATUS: NTE. OBJECTIVE: SEEK
REPRESENTATION AND NEW SALES. PRODUCTS: CATEGORIES A, D,
E, H, AND J. DUPLICATE SETS OF CATALOGS WERE AIRMAILED
JANUARY 12. SUPPLIER: SKAN-A-MATIC, P.O. BOX S, ELBRIDGE
(CORRECT SPELLING IS ELBRIDGE), N.Y. 13060. TEL: 315/
689-3961. EXP. SLS. MGR: M. WM. ALLEN. AGENT: ECHBEE CORP,
KAMER BLDG. FIFTH FLOOR, NO. 38, CAWASJI PAPEL ST.,
BOMBAY 1, INDIA. STATUS: OTM. OBJECTIVE: NEW SALES. PRO-
DUCTS: SUBMINIATURE PHOTODETECTORS AND LIGHT SOURCES, SCAN-
NERS AND ASSOCIATE ELECTRONICS. ANOTHER SET CATALOGS
BEING AIRMAILED JAN. 15 TO BOMBAY. BOMBAY CAN BORROW
CATALOGS FIELDSTONE AND SKAN-A-MATIC WHICH NEW DELHI HAS
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RECEIVED.

2. ANOTHER COPY PETERSON MEMO 12/18/75 TO CENTRAL ACCTG. DIV. AIRMAILED 1/15/76 TO BOMBAY.

3. LENOX INSTRUMENT CO., PHILADELPHIA, PA., WILL NOT REPEAT NOT BE IN SHOW. IF CATALOGS SHOULD ARRIVE, DO NOT DISPLAY.

4. PARAGRAPH 5 NEW DELHI 0328. CEA, DIV. OF BERKLEONICS, INC., DOES NOT WISH TO PARTICIPATE. COMMERCE UNABLE CONTACT MEDICAL STERILE PRODUCTS. PLEASE REMOVE CATALOGS OF THESE TWO FIRMS FROM SHOW. CHECKS NOT RECEIVED FROM ACE OPHTHOPEdic CO. AND APPLIED COLOR SYSTEMS, INC. COMMERCE UNABLE TO LOCATE THESE FIRMS. PLEASE REMOVE CATALOGS FROM SHOW. CORNING MEDICAL, CORNING GLASS WORKS IS PAID PARTICIPANT.

5. DIB-432P INFO FOLLOWS ON ADDITIONAL PAID PARTICIPANTS:
SUPPLIER: ADVANCED ELECTRONICS DESIGN, 754 NORTH PASTORIA ST., SUNNYVALE, CALIF. 94086. EXP. SLS. MGR: JERRY D. KENNEDY. AGENT: GAUTUM SHAH, INDUSTRIAL ELECTRONIC INSTRUMENTS, AHMEDABAD 380006. STATUS: NTE. OBJECTIVE: NEW SALES. PRODUCTS: AED 2200, AED 3100, AED 6200, AED 8000. SUPPLIER: CVC PRODUCTS, INC., 525 LEE ROAD, P.O. BOX 1886, ROCHESTER, N.Y. 14603. EXP. SLS. MGR: B. HAMILTON. AGENT: MOTWANE PVT. LTD. STATUS: NTM. OBJECTIVE: NEW SALES AND MARKET TEST. PRODUCTS: LABORATORY

AND SCIENTIFIC EQUIPMENT; MEASURING AND CONTROLLING DEVICES; OTHER INDUSTRIAL PROCESSING AND CONTROL INSTRUMENTS AND EQUIPMENT. SUPPLIER: HELENA LABORATORIES CORP., P.O. BOX 752, BEAUMONT, TEXAS 77704. TEL: 713/842-3714. EXP. SLS. MGR: JAMES B. GAMBLIN. STATUS: NTM. OBJECTIVE: SEEK REPRESENTATION AND NEW SALES. PRODUCTS: A AND F. DENSITOMETERS, COMPUTERS, POWER SUPPLIES, REAGENTS FOR ELECTROPHORESIS. SUPPLIER: BECKMAN INSTRUMENTS, INC., 2500 HARBOR BLVD., FULLERTON, CALIF. 92634. EXP. SLS. MGR: RICHARD D. MORRIS. AGENT: ELECTRONIC ENTERPRISES, 46 KARAMI BLDG., NEW CHARNI RD., BOMBAY 4. STATUS: OTM. OBJECTIVE: NEW SALES AND MARKET TEST. PRODUCTS: SCIENTIFIC, MEDICAL, AND INDUSTRIAL INSTRUMENTS. SUPPLIER: UNCLASSIFIED

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UNITED MEDICAL RESEARCH, 694 SO. B STREET, TUSTIN, CALIF. 92680. EXP. SLS. MGR: HOWARD WOLKOYS. STATUS: NTE. OBJECTIVE: SEEK REPRESENTATION, NEW SALES AND MARKET TEST. PRODUCTS: ORTHION MULTI-THERAPY, PHYSICAL THERAPY SYSTEM.

6. CATALOGS AIRMAILED BY BECTON, DICKINSON AND CO. 12/22; OPTRONICS INT'L SALES CORP., 1/12; SCOTT AVIATION DIV.,

ATO, GILMAN EXPORTS 1/8; AND DESERET PHARMACEUTICAL CO.,
INC. AIRMAILED DUPLICATES 1/15; E.I. DUPONT DE NEMOURS AND
CO. 12/22; ENDEVCO DI. OF BECTON, DICKINSON AND CO.

AIRMAILING DUPLICATE CATALOGS 1/15. COMMERCE WILL CONTIN-
UE TO TRY CONTACT BEEHIVE MEDICAL ELECTRONICS INC. AND
HAVE DUPLICATES MAILED IF NECESSARY. SISCO

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Message Attributes

Automatic Decaptioning: X
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Margaret P. Grafeld
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To: BOMBAY NEW DELHI
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